

Message Text

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TO AMEMBASSY ATHENS IMMEDIATE

INFO AMEMBASSY ANKARA PRIORITY

USMISSION NATO PRIORITY

SECDEF PRIORITY

USNMR SHAPE PRIORITY

USDELMC PRIORITY

USCINCEUR PRIORITY

CINCUSAFE PRIORITY

CINCUSNAVEUR PRIORITY

CINCUSAREUR PRIORITY

DIRNSA PRIORITY

USDOCOSOUTH PRIORITY

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E.O. 11652: GDS

TAGS: MARR, MASS, GR, US

SUBJECT: US-GREEK DEFENSE COOPERATION DISCUSSIONS

1. SEPTELS PROVIDE SPECIFIC NEGOTIATING INSTRUCTIONS ON

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THE THREE REMAINING ISSUES (AIRBORNE RECONNAISSANCE ASSISTANCE, PARITY IN PROCUREMENT, AND NEA MAKRI/DCS) AS WELL AS DRAFT TEXTS FOR THE RECONNAISSANCE PACKAGE LEASE AND DCS EXCHANGE OF NOTES.

2. IN TECHNICAL-LEVEL DISCUSSIONS BEGINNING JUNE 23, U.S. POSITION ON THESE REMAINING ISSUES SHOULD BE PRESENTED IN

THE FOLLOWING SEQUENCE: (1) AIRBORNE RECONNAISSANCE ASSISTANCE; (2) PARITY IN PROCUREMENT; AND (3) NEA MAKRI/DCS.

3. AIRBORNE RECONNAISSANCE ASSISTANCE: RECONFIRMATION OF OUR PREVIOUS OFFER AND SETTLEMENT OF THIS ISSUE AT THE OUTSET SHOULD SET A FAVORABLE MOOD FOR ADDRESSING THE REMAINING ISSUES WHICH ARE LIKELY TO PROVE SOMEWHAT MORE DIFFICULT. ALSO, BY ADDRESSING THIS SUBJECT FIRST, WE SHOULD BE ABLE TO DETERMINE QUICKLY IF TECHNICAL DISCUSSIONS ON THE EQUIPMENT PACKAGE WILL BE NECESSARY TO CLOSE THE ISSUE. IF THIS PROVES TO BE THE CASE, WE COULD THEN CARRY OUT THESE TECHNICAL DISCUSSIONS IN

PARALLEL WITH PARITY OF PROCUREMENT ISSUE. TECHNICAL REPRESENTATIVES HAVE BEEN ALERTED AND CAN BE MADE AVAILABLE ON SHORT NOTICE.

4. PARITY IN PROCUREMENT: THIS ISSUE SHOULD BE ADDRESSED IN PARALLEL WITH (SEE PARA 3 ABOVE) OR AS SOON AS AIRBORNE RECONNAISSANCE PACKAGE IS RESOLVED. WE HAVE SOUGHT TO MEET GREEK REQUESTS ON THIS ISSUE, BUT SINCE WE CANNOT SUPPLY ALL THE EQUIPMENT THE GREEKS HAVE ASKED FOR, DETAILED HAGGLING MAY BE NECESSARY.

5. NEA MAKRI/DCS: THIS ISSUE MUST BE TAKEN UP LAST.

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NEGOTIATORS SHOULD ATTEMPT TO RESOLVE THIS ISSUE THROUGH OFFER OF APPROXIMATELY DOLS TWO MILLION IN EQUIPMENT AS SPELLED OUT IN NEA MAKRI/DCS INSTRUCTIONS. IF THIS APPROACH DOES NOT SATISFY THE GREEKS, U.S. NEGOTIATORS MUST SEEK WASHINGTON ADVICE AS TO NEXT STEP. (FYI: AT THIS POINT, WE WILL HAVE TO DECIDE HOW TO EMPLOY THE DOLS 20 MILLION CREDIT SWEETENER SO THAT WE ARE CONSISTENT WITH THE PRESIDENT'S STIPULATION THAT THIS SWEETENER BE USED ONLY IF IT CONCLUDES THE TALKS. THE ACTUAL EMPLOYMENT OF THE "SWEETENER" OFFER AND ANY DISCUSSION OF THE CONTENT AND TIMING OF THE FORMAL CONCLUDING ROUND WOULD PRESUMABLY BE TAKEN UP BY THE TWO DELEGATION HEADS.
END FYI)

6. AS THE ROUND PROGRESSES AND WE MOVE TOWARD RESOLUTION OF THE REMAINING THREE ISSUES, WE WILL WANT TO GIVE THOUGHT TO HOW WE WILL STRUCTURE THE FINAL ROUND. AS WILL BE NOTED FROM PREVIOUS TRAFFIC, WE HAD ORIGINALLY CONCEIVED OF THIS FORMAL CONCLUDING ROUND AS BEING MORE THAN A MERE INITIALLING SESSION. FOR EXAMPLE, THE FINAL ROUND MIGHT BE THE APPROPRIATE TIME TO DEAL WITH THE EXIM LETTER, WORK OUT THE EXCHANGE OF NOTES COVERING THE INTERIM

ARRANGEMENTS AT NEA MAKRI (DEPENDING ON THE FINAL RESOLUTION OF THAT ISSUE), AND TO WIND UP ANY OTHER LOOSE ENDS. WE HAVE NO FIXED IDEAS ON THIS, AND SEE NO REASON TO DECIDE ON OUR APPROACH NOW OR DISCUSS THIS QUESTION WITH THE GREEK GOVERNMENT AT THIS POINT. BUT, AS THE TECHNICAL ROUND MOVES ALONG, WE WILL LOOK TO YOU FOR RECOMMENDATIONS ON THE MOST APPROPRIATE STRATEGY TO CONCLUDE THE TALKS. VANCE

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